



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.mdbusinessincubation.org)*

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In this Issue:

I. 2003 Incubator Companies of the Year Awards to be held June 11

II. Incubator News:

- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- Emerging Technology Center (ETC)
- techcenter@UMBC
- College of Southern Maryland's Entrepreneur and Leadership Center's Charles County Business Incubator & Calvert County Business Incubator
- Technology Assistance Center (TAC) Incubator
- Howard County Economic Development Authority's NeoTech Incubator
- Chesapeake Innovation Center (CIC)

III. MBIA News

- Angels and Eggs to Begin Accepting Applications
- Three MBIA Companies Present at Prominent, Regional Venture Forum

IV. TEDCO News

- TEDCO Awards \$50,000 to UMB Researcher to Develop Technology through its University Technology Development Fund
- TEDCO & Indian Head Division – Naval Surface Warfare Center Host Technology Showcase: U.S. Navy Signs First Partnership Intermediary Agreement Between Indian Head and TEDCO

2003 Incubator Companies of the Year Awards to be held June 11

The third annual Maryland Incubator Companies of the Year Awards, sponsored by the Maryland Technology Development Corporation (TEDCO), Saul Ewing LLP and American Express Tax and Business Services with support from the MBIA, will be announced at a reception on Wednesday, June 11, 2003. Alfred Berkeley, Vice Chair of NASDAQ, will present the awards, recognizing the achievements of six current and graduate companies within Maryland's incubators.

For more information, visit www.MDIncubatorAward.com or contact Heidi Sheppard at hsheppard@MarylandTEDCO.org or 410-715-4173.

**Maryland Technology Development Center (MTDC)
Rockville, MD**

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenants:

- AlphaGenics, Inc. – Frederick Abramson, founder

AlphaGenics, which was established in 1999 and employs four, develops and delivers NutriGenomics services and products. NutriGenomics is the science that explains how a diet interacts with the genome and how this interaction influences health and illness.

- **SAIC-Biodefense Division** – Paul Schaudies, division manager
SAIC is a diverse company with many divisions that function as independent financial business units. SAIC-Biodefense, which employs seven, focuses on biological and chemical defense, providing laboratory, bioinformatic and consulting services to government agencies including the FBI, the Environmental Protection Agency (EPA), the U.S. Army, the Defense Advanced Research Projects Agency (DARPA) and the Defense Threat Reduction Agency (DTRA).

Tenant News:

- Four MTDC Companies – **Applied Cell Sciences**, **AnhydroCyte**, **Ariadne Genomics** and **Protiveris** – have been selected by Montgomery County to exhibit at BIO 2003. BIO 2003, to be held from June 22 to June 25 at the new DC Convention Center, is the world's largest gathering of biotechnology, attracting more than 15,000 people. The four MTDC companies will have the opportunity to promote their businesses to thousands of potential investors and business partners during the event.
 - Applied Cell Sciences develops and validates drug discovery targets in the GPCR family of targets, which consists of about 1,000 distinct proteins, through R&D driven enterprise.
 - AnhydroCyte pioneers the development of preservation technology based on biological mechanisms for desiccation tolerance. It applies this technology to the development of new products for detection of chemical or biological threat agents, biomedical research, including drug discovery, diagnostic medicine and cell-based therapeutics.
 - Ariadne Genomics is a bio-informatics company developing software products and analytical tools in the merging areas of computational biology.
 - Protiveris commercializes microcantilever technology to aid in the launch of new pharmaceuticals by accelerating the drug discovery and development process.

Technology Advancement Program (TAP)

University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- The **TAP Board of Advisors** met earlier this month to add three new members: C. Robert Eaton, president of MdBio Inc.; Scott Laughlin, director of strategic planning of LM&O Advertising; and Dr. Kenneth G. Smith, chair of the Management and Organization Department of the University of Maryland College Park's Smith School of Business. In addition, two companies presented their information the board – NovaScreen Biosciences Corp., a graduate of TAP that provides services and databases to better pharmaceutical development and research; and BioSurface Engineering Technologies, Inc. (BioSET), which licenses lubricious, thrombo-resistant and diffusion barrier technologies to medical device manufacturers.

Emerging Technology Center

Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- **Wickford Technologies** received \$38,853 through the Maryland Technology Development Corporation's (TEDCO) Maryland Technology Transfer Fund program. This is the second award to Wickford from TEDCO and will help the company to produce its product, the Groove, which offers the sailing public an improvement to existing sensors, eliminating the clogging, friction and damage caused by conventional flow sensors and saving the user time and money. Wickford worked with technology from the Indian Head Division – Naval Surface Warfare Center to further develop the technology into a consumer product.
- **Sensics**, which develops virtual reality headsets and is a spinout of Sensics from the Johns Hopkins Wilmer Eye

Institute, will be presenting at the Early Stage East Venture Capital Conference on June 17 and June 18. The annual event features up to 50 companies seeking initial rounds of venture capital.

- In addition, Sensics has named its first product, a high-resolution, ultra-wide field of view head-mounted display with a computer cluster and head-tracking apparatus, the SkyVizor. A prototype of the SkyVizor was delivered to Honda Japan and installed at their research and development facility in Wako-shi. Sensics also has entered into discussions with several aerospace and technology companies regarding teaming to address Department of Defense and NASA requirements.
- Sensics will submit a Small Business Innovation Research Phase II proposal to NASA in July to extend its SkyVizor to telepresence applications by developing a high-resolution, ultra-wide field of view telepresence display.
- **The Emerging Technology Center (ETC)** is hosting a Brown Bag Lunch, "Venture Capital Investing in the New/Old Economy of 2003," on Wednesday, June 4 at 12 p.m. Dr. Charles Heller, entrepreneurial advisor of Gabriel Venture Partners, will discuss the present climate of venture capital in the U.S., as well as in the Mid-Atlantic region. He also will emphasize what it takes for start-up technology companies to get funded by institutional investors in the current market. For more information, contact Kim Anderson at 410-327-9150 or kanderson@etcbaltimore.com.

Graduate News:

- **A & G Pharmaceuticals, Inc.**, an innovative drug discovery and biotechnology company, recently won first place in the "1st Annual American Society for Microbiology Resources Early-Stage Venture Competition" held earlier this month in Washington, D.C.

techcenter@UMBC

University of Maryland, Baltimore County

<http://www.umbc.edu/techcenter>.

Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- **Optyxx**, which enables process industries to optimize their costs and improve their ability to innovate new products, will be presenting at the sixth annual Early Stage East Venture Capital Conference in Delaware on June 17 and June 18.

College of Southern Maryland's Entrepreneur and Leadership Center

Charles County Business Incubator/Calvert County Business Incubator

www.csm.cc.md.us/business/ecdi/incubate/index.htm

Contact: Danita Boonchaisri, email: danitab@csm.cc.md.us

New and Noteworthy:

- **EnRoute Solutions, Inc.**, which provides integrated hardware/software solutions that help mobile computing devices such as laptops, handheld computers and data-enabled phones recognize voice commands, recently has been certified as a Maryland Minority Business Enterprise. This certification provides greater exposure for work opportunities on State projects.

Technology Assistance Center (TAC) Incubator

Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email: WLPlumer@co.pg.md.us

New and Noteworthy:

- **Calsha Computer Technologies** and **Numberone Technologies** will become the first TAC graduates in June.
 - Calsha, one of the first companies at TAC, is an information technology firm and a certified Minority Business Enterprise.
 - Numberone Technologies is an information technology company whose core services include providing enterprise systems management, security design and support, and application development and support to the government and commercial sectors.

- **Mayur Technologies, Inc.**, has won a Phase I Small Business Innovation Research grant from the Defense Advanced Research Program Agency (DARPA). The company proposes to develop an innovative “magnetostrictive microphone” with the specific objective of improving performance of the DARPA Phraselator in noisy military environments.
- The **National Capital Minority Business Opportunity Committee (NCMBOC)**, funded with a grant from the U.S. Department of Commerce, will be headquartered with TAC in the Prince George’s County Economic Development Corporation in Lanham. The NCMBOC is specifically designed to assist minority businesses gain access to procurement opportunities from government and commercial sources.

Howard County Economic Development Authority’s NeoTech Incubator Columbia, MD

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy:

- The **Angels and Eggs** program developed by the NeoTech Incubator is the winner of the National Business Incubation Association’s 2003 Incubator Innovation Award. The award was presented at the NBIA conference in Richmond on May 19. [See below for information on applying to the program].
- **Syntonics Corp., LLC**, the first company to enter the incubator will graduate this month. The company, which provides precision oscillators for use on spacecrafts, was located in the incubator for three years and was a technology transfer from the Johns Hopkins University, Applied Physics Laboratory.

Chesapeake Innovation Center (CIC)

Annapolis, MD

www.cic-tech.org

Contact: John Elstner, email: jelstner@cic-tech.org

New and Noteworthy:

- The Chesapeake Innovation Center (CIC) opens its doors in June as the first U.S. technology incubator focusing on homeland security. CIC’s proximity to major universities, security-minded corporations and government agencies strategically positions it to assist emerging company in the communications, information management and security sectors. During its first year of operations, the CIC expects 15 new companies to occupy the newly-renovated facility at 175 Admiral Cochrane Drive in Annapolis. Further information is available at www.cic-tech.org.

Maryland Business Incubation Association (MBIA)

Angels and Eggs To Begin Accepting Applications

The **Angels and Eggs Organizing Committee** will begin accepting applications from interested incubator companies on Sunday, June 1, 2003 through its website www.angelsandeggs.com. The event will be held on October 23, 2003 at the Johns Hopkins University, Applied Physics Laboratory (JHU/APL) Kossiakov Center. The program, which is held by the Howard County Economic Development Authority, brings together the best Maryland incubator companies and the most influential Angel and early-stage investors. It also provides incubator companies with investor education, presentation readiness training, coaching, networking and access to the top, regional investors.

The deadline for applications is August 15, 2003. For additional information, visit www.angelsandeggs.com or call Charina Chatman at 410-313-6550. Angels and Eggs is sponsored by American Express Tax and Business Services, TEDCO, Saul Ewing and Results-Count. Partners of the event are the MBIA, JHU/APL and Simplicity Networks.

Three MBIA Companies Present at Prominent, Regional Venture Forum

The MBIA is pleased to announce that three companies – **Artifact Software**, **Intronn Inc.**, and **Optyxx** – located in its member incubators were selected to present their business plans at the Mid-Atlantic Venture Association's (MAVA) **Capital Connection 2003** venture fair. Finalists for the forum were selected by a committee of the nation's leading venture capitalists from an impressive field of several hundred candidates recruited from Maryland, Washington, Virginia, Pennsylvania, Delaware, North Carolina. The event, featured 52 software, hardware, health IT and biotech/life sciences companies, was held on May 27 and 28 at the Baltimore Marriott Waterfront hotel. Twenty-two of the companies that presented are based in Maryland.

Artifact Software, located in the Emerging Technology Center in Baltimore, is an enterprise software company that is developing products that enable organizations to effectively manage and use software artifacts to improve productivity, speed time to market, advance product quality and reduce development costs. Intronn Inc., a graduate of the Maryland Technology Development Center (MTDC) in Rockville, has developed a gene splicing technology in the field of RNA biology and therapeutics and is located in Gaithersburg. Optyxx, which is located at the techcenter@UMBC in Catonsville, has developed a proprietary service that uses process optimization tools to create virtual plants that are designed to maximize resources, improve operational efficiencies and optimize plant profitability.

Maryland Technology Development Corp. (TEDCO)

TEDCO Awards \$50,000 to UMB Researcher to Develop Technology through its University Technology Development Fund

TEDCO awarded Dr. James Mixson, a researcher at the University of Maryland Baltimore (UMB), \$50,000 through its University Technology Development Fund (UTDF) program. The funding will support Dr. Mixson's research of "Antibacterial Properties of Cationic HK Peptides."

Dr. Mixson's biotechnology addresses the problem of antibiotic resistance in treating bacterial infections. Currently, antibiotics are used to slow or kill bacteria infections. The problem occurs when the bacteria mutate and become resistant to the antibiotic. His biotechnology uses an alternative treatment to which the bacteria are less likely to become resistant. In this method, small proteins are used to create holes in the bacteria or to encourage the person's white blood cells to attack the infectious organism.

The UTDF is designed to assist Maryland universities in transferring technologies into commercial projects. Through the UTDF, researchers and scientists in the universities have the opportunity to apply for additional funds to make a technology suitable for the marketplace. The fund, with awards of up to \$100,000, can be used to test the feasibility of new inventions, develop prototypes, conduct proof of principle research and expand the scope of patent coverage. Universities can obtain more information on applying for TEDCO's University Technology Development Fund at <http://www.marylandtedco.org/programs/UTDF.html> or by contacting Steve Fritz at 410-715-4166 or Linda Saffer at 410-715-4175.

TEDCO & Indian Head Division – Naval Surface Warfare Center Open Doors to Host Technology Showcase

U.S. Navy Signs First Partnership Intermediary Agreement Between Indian Head and TEDCO

TEDCO and the Indian Head Division – Naval Surface Warfare Center (IHDIV – NSWC) hosted the **"Expand Your Horizons: Commercial Success with Department of Defense Technologies,"** on Thursday, May 22. The showcase presented cutting edge defense industry technologies that are ready for commercialization by businesses and entrepreneurs, as well as information on facilities, equipment and expertise available for collaboration with the private sector.

In addition, TEDCO became the first agency to sign a Partnership Intermediary Agreement (PIA) granted by the U.S. Navy with the Indian Head Division – Naval Surface Warfare Center. The ceremonial signing took place during the technology showcase. The PIA establishes a partnership with TEDCO to develop a more effective outreach program to

small businesses, state agencies and academic institutions to increase technology transfer and the collaborative use of Indian Head facilities.

The showcase featured 18 presentations from IHDIV researchers explaining their breakthrough technologies and unique capabilities. For example, one technology was designed as a military propellant also has a commercial potential for safer, more efficient and faster deploying car air bags. Others included how the process of creating energetics (what gets the ordnance to the target) can also be used in other industries, such as food, plastics and ceramics; and also how the development of new ingredients for military weapons can also be further developed for crop protection, dyes and medicines.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Fick at (410) 902-5058 or lfick@mgphpr.com or log onto www.MarylandTEDCO.org.

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